

Message Text

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ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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R 201312Z JUN 74

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 7406

USDOC WASHDC

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 3888

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: WTDR - GERLACH, KARL, MASCHINEN-UND FORMENBAU

REF: USDOC 7462

1. ADDRESS: 12 ROBERT KOCK STRASSE, 6096 RAUNHEIM, WEST GERMANY, CABLE: NONE, TELEX: 4-15776, PHONE: 06142-21637, OFFICER:KARL GERLACH, OWNER.

2.THE FIRM WAS ESTABLISHED IN 1957 BY KARL GERLACH. IT IS ACTIVE IN THE PLANNING,ENGINEERING AND MANUFACTURE OF WELDING, MILLIN, DRILLING, TESTING AND CONTROLLING DEVICES; ROLLING MACHINES,LUBRICATING MACHINES, MATERIAL HANDLING EQUIPMENT, ELECTRONIC CONTRLS FOR THIS EQUIPMENT, SPCEIAL MACHINERY AND TOLLS CHIEFLY FOR THE AUTOMOBILE AND TIRE INDUSTRIES. THIS MEDIUM SIZED FIRM HAS 110 EMPLOYEES AND THREE SALES REPRESENTATIVES. SALES AREA IS WESTERN GERMANY AND OTHER EEC COUNTRIES.

3. FINANCIAL REFERENCES: KREISSPARKASSE GROS-GERAU, RAUNHEIM. TRADE REFERENCES: LOCAL CHAMBER OF COMMERCE AND ANUMBER OF AUTOMOBILE MANUFACTURERS.

4. FOREIGN FIRMS REPRESENTED OR LICENSING AGREEMENTS: NONE.

5. K GERLACH AND HIS FIRM, HICH IS REGISTERED AS A SOLE PROPRIETORSHIP, HAVE A GOOD REPUTATION. MR G IS OWNER
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OF HIS PLANT AND BUSINESS REAL ESTATE, VALUED AAT ABOUT DM

6 MILLION, WITH REPORTEDLY NORMAL ENCUMBRANCES. THE EQUIPMENT IS VALUED AT ABOUT DM 1.5 MILLION AND THE OVERALL INVENTORY AT ABOUT DM 6 MILLION. YEARS AGO, IN 1967 THROUGH 1969, THE FIRM WAS IN SERIOUS FINANCIAL DIFFICULTIES BUT WAS ABLE TO OVERCOME THESE DIFFICULTIES IN THE YEARS THEREAFTER, WHEN THE FIRMS BUSINESS WAS VERY GOOD. IT APPEARS HOWEVER THAT WORKING CAPITAL IS STILL OR BECAME AGAIN SOMEWHAT SHORTAM THE FIRM IS SOMETIMES SLOW IN MAKING PAYMENTS, BUT NO SERIOUS COMPLAINTS WERE RECEIVED. THE FIRM IS RECOMMENDED AS A BUSINESS CONTACT FOR US FIRMS, WITH ATTENTION INVITED AS TO THE ABOVE.

6. INFO 06/74, PREPARED BY P BARTOLSIC AND APPROVED BY
CJ HARRIS.HARLAN

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